

AGILE LEADERSHIP DELIVERS CHANGE AT PACE



GREENSILL CAPITAL

GREENSILL CAPITAL IS A FAST PACED, INNOVATIVE, INTERNATIONAL INDEPENDENT FINANCIAL SERVICES BUSINESS. THEY ARE THE LEADING NON-BANK PROVIDER OF SUPPLY CHAIN FINANCE, AND LEADING EDGE FINANCIAL SOLUTIONS. AN AMBITIOUS HIGH PERFORMING ORGANISATION WITH THE DESIRE TO DELIVER THEIR SIMPLE BELIEF THAT ACCESS TO WORKING CAPITAL SHOULD BE EASIER, BETTER PRICED AND MORE READILY AVAILABLE.

CASE STUDY: GREENSILL CAPITAL



THE CHALLENGE

To engage the international leadership team in the business plans of each of the different regions.

Consider what is needed, how this is achieved and how the leaders of the business can ensure they remain agile, flexible, innovative and reliable whilst their business is experiencing rapid growth.

The founders of the business, Lex Greensill and Jason Austin, recognise that collaborative and consistent leadership will support the business to achieve their ambitions.

They also recognise that this will become increasingly important as their business continues to grow.

THE SOLUTION

Brathay was chosen as the preferred partner as both Lex and Jason had experienced the power of Brathay's unique approach in the past. Using Brathay also aligns with Greensill's CSR values and principles.

Brathay designed a bespoke leadership programme in partnership with the Greensill team.

The programme integrated business-focused communication, planning and innovation sessions alongside leadership and team experiential challenges.

The mix of sessions and leadership challenges created a fast-paced programme that allowed the business leaders to connect with each other, explore real business issues, and resolve areas of conflict to allow them to deliver change with agility.

Throughout the programme there was a culture of openness, support and feedback which was provided by the Brathay team and the business leaders.

The pace, environment and pragmatic approach acted as a catalyst for the leaders to find synergies, opportunities and areas of collaboration all of which contribute to delivering the business plan.

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OUTCOMES

The leadership team built strong, supportive and collaborative relationships with a strong focus on delivering success for their customers.

The team were able to identify areas of conflict and resolve these quickly to remove obstacles to delivering the future plans.

The leadership behaviours to take the business forward were committed to, alongside the commitment to engage their people in the Greensill business plans and behaviours.

“BRATHAY DELIVERED A TRULY MEMORABLE LEADERSHIP PROGRAMME FOR GREENSILL CAPITAL. THE ORGANISERS CHALLENGED OUR LEADERS TO THINK AND WORK DIFFERENTLY, WHILE THE PROGRAMME HAS MADE A CLEAR DIFFERENCE TO HOW WE OPERATE. OUR PEOPLE COLLABORATE WITH A GREATER SENSE OF PURPOSE AND UNITY FOLLOWING OUR TIME AT BRATHAY, WHICH IN TURN HAS BOOSTED OUR ABILITY TO INNOVATE AND REALISE OUR GOALS IN BUSINESS. ”

**Jason Austin, President and Co-Founder
- Greensill Capital**
